



GENERAL SERVICES ADMINISTRATION  
FEDERAL ACQUISITION SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA *Advantage!*, a menu-driven database system. The INTERNET address for GSA *Advantage!* is <http://www.gsaadvantage.gov>

SCHEDULE TITLE: Schedule 084, Total Solutions for Law Enforcement, Security, Facility Management Systems, Fire, Rescue, Special Purpose Clothing, Marine Craft and Emergency/Disaster Response

FSC Group 84: Law Enforcement & Security Equipment

CONTRACT NUMBER: GS-07F-0345V

CONTRACT PERIOD: 06.15.10-06.14.19

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link at [www.gsa.gov](http://www.gsa.gov)

CONTRACTOR: Walter Houston  
Tier Tech International, Inc.  
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McLean, VA 22101  
Phone: 757-343-0902  
Fax: 888-508-6342

CONTRACTOR'S ADMINISTRATION SOURCE: Walter Houston, [walter@tier-tech.com](mailto:walter@tier-tech.com)

BUSINESS SIZE: Small

SOCIOECONOMIC INDICATORS: Service Disabled Veteran Owned Small Business, SBA Certified Small Disadvantaged Business

CUSTOMER INFORMATION:

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

SIN	DESCRIPTION
426-4F	Emergency Preparedness and First Responder Equipment, Training, and Services

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:  
(Government net price based on a unit of one)



N/A for Services

1c. HOURLY RATES: See GSA Pricing

2. MAXIMUM ORDER\*: \$200,000 per SIN/per order

\*Ordering activities may request a price reduction at any time before placing an order, establishing a BPA, or in conjunction with the annual BPA review. However, the ordering activity shall seek a price reduction when the order or BPA exceeds the simplified acquisition threshold. Schedule contractors are not required to pass on to all schedule users a price reduction extended only to an individual ordering activity for a specific order or BPA.

3. MINIMUM ORDER: \$200

4. GEOGRAPHIC COVERAGE: Domestic, 50 states, Washington, DC, Puerto Rico, US Territories and to a CONUS port or consolidation point for orders received from overseas activities or give details as negotiated

5. POINT(S) OF PRODUCTION: N/A for Services

6. DISCOUNT FROM LIST PRICES: GSA Net Prices are shown on the attached GSA Price List. Negotiated discount has been deducted and the IFF has been included.

7. QUANTITY DISCOUNT(S): An additional .25% discount for single task orders over \$200,000

8. PROMPT PAYMENT TERMS: Net 30 Days

9.a Government Purchase Cards must be accepted at or below the micro-purchase threshold.

9.b Government Purchase Cards are not accepted above the micro-purchase threshold.

10. FOREIGN ITEMS: N/A

11a. TIME OF DELIVERY: 30 DARO

11b. EXPEDITED DELIVERY: None

11c. OVERNIGHT AND 2-DAY DELIVERY: Consult with Contractor

11d. URGENT REQUIREMENTS: Consult with Contractor

12. FOB POINT: Origin

13a. ORDERING ADDRESS: Same as contractor's address



- 13b. ORDERING PROCEDURES: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in FAR 8.405-3
- 14. PAYMENT ADDRESS: Same as contractor's address
- 15. WARRANTY PROVISION: N/A for Services (refer to Risk Management)
- 16. EXPORT PACKING CHARGES: N/A
- 17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE: Not accepted above the micro-purchase threshold.
- 18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE): N/A
- 19. TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE): N/A
- 20. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE): N/A
- 20a. TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE): N/A
- 21. LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE): N/A
- 22. LIST OF PARTICIPATING DEALERS (IF APPLICABLE): N/A
- 23. PREVENTIVE MAINTENANCE (IF APPLICABLE): N/A
- 24a. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants): N/A
- 24b. Section 508 Compliance for EIT: N/A
- 25. DUNS NUMBER: 140724431
- 26. NOTIFICATION REGARDING REGISTRATION IN CENTRAL CONTRACTOR REGISTRATION (CCR) DATABASE: Contractor is registered.



### GSA PRICING (Applies to 426-4F/426-4FRC)

No.	SIN(s)	LABOR CATEGORY	Unit	GSA PRICE (including IFF)
1	426-4F	Senior Consultant	Hour	\$244.33
2	426-4F	Consultant	Hour	\$129.01
3	426-4F	Program Manager I	Hour	\$113.37
4	426-4F	Project Specialist	Hour	\$44.96

### DESCRIPTION OF PRODUCTS/SERVICES

Tier Tech International Inc. (TTI) is a Service Disabled Veteran Owned Small Business (SDVOSB) headquartered in McLean Virginia. Tier Tech International was founded in 2003 and been in business for nine years. Headquartered in Mclean, Virginia, Tier Tech International has offices in Philadelphia, PA, Moyock, NC and Virginia Beach, VA.

Tier Tech International (TTI) provides research, consulting, policy and operational support and training to communities, corporations and government entities seeking to reduce their vulnerabilities to terrorism. Tier Tech International also specializes in the development and use of tools and techniques to prevent or counter the proliferation and/or use of Weapons of Mass Destruction (WMD) on land or at sea worldwide.

The members of the Tier Tech International team are recognized leaders and experts in national security policy and operations, emergency preparedness and response, and counter Improvised Explosive Device (IED) training, technical intelligence, and maritime counterterrorism operations with decades of combined military and government experience. TTI brings unparalleled knowledge and skills to our customers to ensure broad mission requirements are addressed. Tier Tech International, Inc, an industry leading anti/counterterrorism training and consulting company, is ranked in the top 20% of Dun and Bradstreet's "Open Ratings" for customer satisfaction.

### Tier Tech International's expertise includes:

- **Assessments and Exercises-** The Tier Tech International Risk Management Program identifies three distinct but overlapping areas of expertise and integrates them with the clarity necessary to enhance a company's risk management needs. Tier Tech International expertise includes: technical operations, risk management systems, and briefing and workshop facilitation at national, regional, State and local level on Critical Infrastructure (CI) Protection in support of the National Framework for Homeland Security. TTI provides professional solutions to a broad range of technical and programmatic areas



relating to CI Protection including program facilitation, training and exercise development and administration.

- **Training-** Tier Tech International provides specialized anti/counter-terrorism training to meet the needs of wide range of emergency response and security professionals. Training solutions focus on operational employment with a balanced mix of classroom theory and practical application of field skills. Our courses integrate existing proven techniques into client operating procedures. Fast-paced and operationally-oriented curricula are designed to meet the unique needs of leadership, operators as well as specialized security teams; our Mobile Training Team (MTT) concept allows us to take the training to the customer. Adaptability is the key in meeting today's asymmetric threats head-on and Tier Tech International is committed to ensuring our training is aligned with emerging threats and changes in required targeted capabilities and tasks.
- **Education and Standards-** TTI will ensure the critical connection is made between our training courses and the educational needs of working security professionals.



## LABOR CATEGORY DESCRIPTIONS

No.	SIN(s)	Labor Category	Minimum Education	Minimum Years of Experience	Functional Duties/Responsibilities
1	426-4F	Senior Consultant	Bachelors	4	Requires experience in specialized military, law enforcement, and/or intelligence community with demonstrated managerial experience in security and personal protection operations. Provide analytical, advisory, and implementation services in areas such as concept development, requirements development, process analysis, facilitation, cost-benefit analysis, process design and specifications, performance measures, baseline management, feasibility analyses, transition planning, modeling, and simulation. Consultants design solutions based on customer needs and technical considerations. Consultants analyze job tasks, organizational structure and user requirements to provide improvement solutions. Consultants apply analytical expertise to assist in defining, analyzing, validating, and documenting complex process or organizational solutions.
2	426-4F	Consultant	Bachelors	2	Requires experience in specialized military, law enforcement, and/or intelligence community with demonstrated managerial experience in security and personal protection operations. Provide analytical, advisory, and implementation services in areas such as concept development, requirements development, process analysis, facilitation, cost-benefit analysis, process design and specifications, performance measures, baseline management, feasibility analyses, transition planning, modeling, and simulation. Consultants design solutions based on customer needs and technical considerations. Consultants analyze job tasks, organizational structure and user requirements to provide improvement solutions. Consultants apply analytical expertise to assist in defining, analyzing, validating, and documenting complex process or organizational solutions.



No.	SIN(s)	Labor Category	Minimum Education	Minimum Years of Experience	Functional Duties/Responsibilities
3	426-4F	Program Manager I	Bachelors	2	Requires experience in specialized military, law enforcement, and/or intelligence community with demonstrated managerial experience in security and personal protection operations. Possesses excellent overall business and organizational skills with demonstrated success in achieving financial goals, managing multiple functions, managing relationships with clients, and providing quality service based on client requirements. Performs day-to-day management of contract support operations, possibly involving multiple tasks and groups of personnel at multiple locations, on a single project. Demonstrates skills in the scope of work encompassed by the task order; provides technical guidance to the project team in performance of the work, and reviews the quality of all work products. Organizes, directs, and coordinates the planning and production of all contract support activities. Responsible for staffing, project planning, project financials, and staff direction and oversight. The Project Manager maintains and manages the client interface at the COTR levels of the client organization. Assists senior management as required in managing contract performance.
4	426-4F	Project Specialist	Associates	1	Provides day-to-day management of task orders for a particular project. Organizes, directs, and coordinate planning and production of assigned orders. Manages orders in accordance with estimated time frames and budget constraints. Formulates and reviews order plans and deliverable items. Consults with applicable client personnel to minimize costs and maximize efficiency in achieving the stated requirements. Responsible for technical work, quality of work, standards compliance, schedule, and costs associated with various orders issued and reports these aspects to senior management.
		*Refer to the Education/Experience Substitution Policy for substitution equivalencies.			



### **Education/Experience Substitution Policy**

Tier Tech International recognizes that successful performance depends on having personnel with the right skills and experience. These skills and experience are acquired through a proper mix of education and professional experience. We have found that skills required to support advanced technology efforts, today's problems and tomorrow's challenges, are not always supported by the traditional combination of formal education and work experience. Therefore, we have incorporated substitution allowances between equivalent education and experience in order to provide the quality of services required by the customer at the most reasonable price.

The following tables present substitution equivalencies for education and experience requirements.

<b>Degree Requirement</b>	<b>Equivalent Experience Substitution</b>
High School	GED
Associate	High School plus two years related experience
Bachelors Degree	High school plus four years related experience or Associate's degree plus two years related experience
Masters Degree	Bachelor's degree plus two years related experience or Six years related experience
Doctorate/Ph.D.	Bachelor's degree plus four years or Master's degree plus two years or Eight years related experience

- **Substitutions for Work Experience Requirements.**  
A related degree may be substituted for years of related work experience.





- **Substitutions for Educational Requirements**  
Additional years of related experience may be substituted for degree requirements.

Degree	Equivalent Years of Experience
Bachelors	Two
Masters	Four
Doctorate/Ph.D.	Six

\* Successful completion of higher education which has not yet resulted in a degree may be counted as 1 for 1 year's of experience for each year of college complete